

Message Text

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ACTION EUR-12

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FM AMCONSUL THESSALONIKI

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AMEMBASSY ATHENS

UNCLAS THESSALONIKI 0046

E.O. 11652:N/A

TAGS: BEXP, GR

SUBJECT: LICENSING OPPORTUNITY: AGRICULTURAL MACHINERY PLANT

1. APOSTOLOS PSALTIDES, GENERAL DIRECTOR OF SOCRATIS PSALTIDES AND SON S.A., CONTACTED CONGEN JAN 20 RE FIRM'S INTEREST IN LICENSING AGREEMENT, CONTRACT FOR TECHNICAL KNOW-HOW, OR JOINT VENTURE FOR NEW PLANT IN THESSALONIKI TO PRODUCE AGRICULTURAL MACHINERY.

2. PSALTIDES AND SON S.A.M., ESTABLISHED 1926, IS LOCAL MANUFACTURER OF AGRICULTURAL MACHINERY, PRIMARILY FOR GREEK MARKET. PLANT SPECIALIZES IN BALING AND COLLECTION MACHINERY, GRAIN SOWING MACHINERY, FERTILIZER DISTRIBUTORS, VEGETABLE PLANTING MACHINERY, HYDRAULIC MULTI-DISC AND DISC HARROWS, AND COTTON, CORN, SUGAR BEET, BEAN, AND NUT SEEDING EQUIPMENT. FIRM IMPORTS DISCS, BEARINGS, SPROCKET CHAINS, AND GEAR BOXES. REMAINING 80 PER CENT OF COMPONENTS MANUFACTURED BY PSALTIDES OR OBTAINED LOCALLY. INDUSTRY, LOCATED OUTSIDE THESSALONIKI, REPORTS 1974 SALES OF DOLLARS 670,000.

3. PSALTIDES PLANNING TO ESTABLISH SECOND PLANT AT AGIOS ATHANASIOS OUTSIDE THESSALONIKI TO PRODUCE ABOVE AND RELATED EQUIPMENT. HOPES TO INCREASE EXPORTS AND IS INTERESTED IN VARIETY OF ARRANGEMENTS INCLUDING LICENSING AGREEMENT, CONTRACT FOR TECHNICAL ADVISORS, OR JOINT VENTURE TO MANUFACTURE MODERN US AGRICULTURAL EQUIPMENT LOCALLY. PSALTIDES CLAIMS TO HAVE DOLLARS 270,000 IN LOCAL

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FINANCING FOR INITIAL CONSTRUCTION AND PURCHASE OF NEW

PLANT SITE.

4. REFERENCES: NATIONAL BANK OF GREECE, CREDIT BANK, BANK OF AMERICA (THESSALONIKI BRANCH).

5. INTERESTED FIRMS SHOULD CONTACT APOSTOLOS PSALTIDES,
GENERAL DIRECTOR SOCRATIS PSALTIDES AND SON S.A.,
87 MONASTIRIOU SREET (N. KORDELIO), THESSALONIKI, GREECE
(TEL: 031-763-822-3 AND 031-510-522).
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Disposition Event:
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